

# Life Stuff

News To Help You Save Time And Money

October 2018

## A Frugal Family Tradition

An accountant's thriving business in a small Scottish town had been in the family for generations. The main offices were in an old building and clients had to walk up a single marble step to reach the front door.

Over time, the marble step wore away until a deep dent developed in it from all the footsteps. One day, the accountant asked a stonemason to take a look and give him a quote for how much a new marble step would cost. The stonemason looked closely at the worn step, then scratched his head.

"It'll be a big job," said the stonemason. "But I suppose I could give you a new step for 100 pounds."

The accountant frowned. "That's a bit more than I wanted to pay." They both looked at the step, and then the accountant turned to the stonemason:

"What if you dug up the step, turned it over, and put it back into the ground? Then it would be good as new."

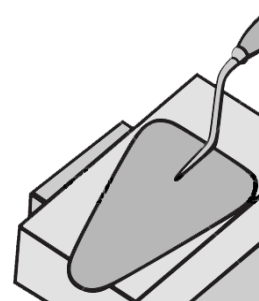
The stonemason agreed. "I'd do that for just 20 pounds."

"Please do it," said the accountant, and he went back inside the office.

An hour later the stonemason rang the bell. The accountant opened the door and saw the stonemason standing in a hole with the step. A nearly identical dent was evident on the other side.

The stonemason chuckled. "From the looks of it, I'd say your great-great-great-grandfather thought of the same thing about 150 years ago."

~ Dan



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## Questions Expand Perceptions

One of the world's most famous paintings is "The Night Watch," by Rembrandt. When curators hung it in Amsterdam's Rijksmuseum, they conducted an experiment:

They asked museum visitors to write questions they had about the painting. The questions they received were varied: How much did the painting cost? Had it ever been forged? Are there any mistakes in the painting? Why did Rembrandt choose this subject to paint? Who were the people in the painting?



The curators then posted the questions, and the answers, in a room next to the gallery where the painting hung. Visitors had to walk through that room to view the painting.

Curators found that the average length of time visitors spent looking at the painting jumped from about six minutes to half an hour.

## October Quiz Question

**Q:** *A sundial has the fewest moving parts of any time piece. Which has the most?*

Everyone who texts, emails, or calls in the correct answer by October 25<sup>th</sup> will be entered into a drawing for two free Harkin's movie tickets.

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## September Quiz Answer

**Q:** *Why do we call a herd of cows 'cattle'?*

**A:** *Cattle stems from 'chattel,' which refers to valuable possessions. Since cows were once a measure of wealth, chattel referred to a person's cows—which became 'cattle.'*

Congratulations to Bonnie March. Her name was drawn out of all of the correct quiz entrees, and she won 2 free Harkin's movie tickets!

## Mindfulness for Health

Research from Dignity Health, one of the nation's largest healthcare systems, explores how mindfulness can benefit friends, family, and communities. A survey of 1,051 participants found that 87% of respondents believe that practicing mindfulness – defined as a state of active, open attention to the present – can benefit not only one's own physical and mental health, but also the people they interact with, causing a positive ripple effect.

Dignity Health encourages people to set aside a minimum of two minutes every day – in the morning, during a work break, a stressful time throughout the day, or in the evening – to "check in" with yourself. Take this time to reflect on your relationships and the purpose or meaning behind your work and daily activities.

97% of survey participants said they believe mindfulness has a positive impact on their health, and 95% believe it has a similarly beneficial effect on their mood. The majority of the participants said they believe it makes them calmer (69%) and happier (58%) and leads to better sleep (61%).

## UP CLOSE AND PERSONAL

I made the top 8%!! Back in January I announced my New Year's resolution. Just to recap, Brandon got a "how to juggle" kit for Christmas, and I thought that sounded like fun. So, my New Year's resolution was to learn how to juggle. I had no idea how to juggle, and there was no way I could throw three balls in the air and keep them from falling to the ground. Since then, I've watched a YouTube video on how to juggle and have been practicing. Once I learned how the steps broke down, it was just a matter of practicing each step before going on to the next step. By February I was able to juggle. Most things that look difficult are not as hard as you think once you take the time to learn how it's done. I may not be ready for the circus, but I can continuously juggle three balls in the air. That New Year's resolution may not have been such a big feat, but 92% of New Year's resolutions are not met. So, that puts me in the top 8%. If there's something you've always wanted to do but have not yet done, give it a try. It's amazing what you can accomplish with a little instruction and practice.

Have an awesome month!

*Dan*

## Free Is Good

Just a quick note to let you know how I might help you or anyone you refer to me.

Ashley was referred to Dan by her Mom. Ashley and her husband, RJ, had a 3-month-old baby boy and wanted to buy their first home. Dan met with them to go over the process of buying a home. After getting all of the parameters they wanted in a home, Dan set up a personalized website specific to their needs. They now had access to all of the listed homes with every real estate company (over 20,000 homes!). They no longer had to search for homes online using other sites that were not always up to date with current information. And, best of all, they didn't have to talk to or be bothered by other real estate agents because now their personalized website had all of the information they needed. They could see all of the home details as well as pictures for each listing. When they saw a home they wanted to view on the inside, they just let Dan know and he set up a time to show them the home. Ashley and RJ eventually found their dream home. They even got the seller to make some necessary repairs, as well as pay for most of their closing costs.

If you know someone looking for a home who might benefit from a custom, personalized website (free of charge), have them call me at 480-390-5380. I would be happy to help them just like I helped Ashley and RJ.

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***"A healthy attitude is contagious, but don't wait to catch it from others. Be a carrier." ~ Tom Stoppard***

# The Most Important Inventions

Quick...what do you think is the most important single invention of all time?

Anthropologists often consider the wheel to be the most important human invention. Wheels provided leverage for our ancient ancestors to more easily move objects, allowing for further migration. Eventually, waterwheels and windmills were used for irrigation, which made large scale agriculture possible. Additionally, waterwheels were used as part of larger milling machines to grind grain into flour.

Other influential inventions in human history include the knife (made of stone) and the spear. From modern times, we have the light bulb, the nail, the printing press, and of course, the computer. What invention do *you* think is most important to history?

## Help A Friend

If you know someone out of the area who needs a trustworthy real estate agent, I can help.

In any state or area, I can refer a knowledgeable and trustworthy real estate agent who can help.

480-390-5380  
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## Reduce Arthritis Pain without Surgery

Arthritis is the leading cause of disability among U.S. adults over age 55, in many cases requiring surgery to replace troubled joints. You don't have to resort to joint replacement all at once, though. These simple steps from Dr. Victor Romano, an orthopedist and author of *Finding the Source: Maximizing Your Results—With and Without Orthopaedic Surgery*, can help you deal with arthritis before surgery becomes necessary:



- **Wear good shoes with arch supports.** Over time, the arches in feet tend to fail. Arch supports can help with the alignment of your feet and improve the alignment of your knees, letting your feet better serve as shock absorbers for the knees.
- **Exercise daily.** Try at least a 20-minute program that includes stretching, aerobic activity, strength training, and balance.

## The Kid Scoop

Brandon (16) has been applying for some jobs and ready to make some \$\$\$.

Ryan (18) came home from college to spend the weekend. Guess what he brought with him? A. money for dad, B. groceries for mom, or C. his dirty laundry?

- **Wear a hinged knee brace for better support.** You don't have to wear it all the time, but it can help during sports or other strenuous activity.
- **Watch your weight.** Sustaining a healthy weight decreases the stress on your joints and helps with mobility. Eat nutritious foods and reduce your intake of sugar, which can cause inflammation of your arteries and joints.

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***"The only limit to your impact is your imagination and commitment."*** ~ Tony Robbins

# Consumers Are Nervous about Data

If you're worried about how well businesses are protecting the data that they collect from you, you're not alone! A



survey from IBM found that 77% of consumers say that an organization's ability to keep their personal data secure is a factor in their buying decisions— and only 20% say they “completely trust” businesses to ensure their privacy.

The survey also found that 75% of buyers refuse to purchase from organizations that they don't trust, regardless of the quality of their products. Another finding: almost 75% of consumers believe that sellers are more concerned about profits than about privacy and data protection.

## The Dog Scoop

Buckley is always on the hunt for Cicadas on his walk. He got three of them the other night.

# Where Do Dreams Come From?

Are you trying not to think about all those problems or bothersome people at work? If you are, you might want to prepare to meet them in your dreams, a recent study seems to suggest.

## See An Interesting Home?

No need to wonder about the price or call a high-pressure sales agent who will make you feel obligated. I can send you the information quickly and easily for any house, listed or sold, anywhere in town.

**Just ask me! It's all part of my free, no-obligation HomeFinder Service.**

Text or email me or leave the address on my voicemail, anytime, 24 hours a day, and I'll mail or email all the information on that listing within 24 hours.

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In the study, published in the journal *Psychological Science*, when participants were asked to refrain from thinking about a certain person before they fell asleep, they ended up being more likely to dream about that person than someone they had been told to specifically think about before drifting off.

And participants also reported dreaming about people they were not attracted to at least as often as they dreamed of people they were attracted to.

Daniel Wegner, a lead researcher and psychology professor at Harvard University, says that whatever it is we sweep under the rug, oftentimes returns to us in our dreams. He says that one thing this proves is that at least some dreams come from prior content in our lives and are not just random occurrences. Wegner also says that the part of the brain that has to do with mental control is not operative while we sleep, and this allows the release of our unwanted thoughts into our dreams.

– Adapted from *Psychology Today*

# Free Reports

- ❑ How to beat other buyers to the best listings
- ❑ Five powerful buying strategies
- ❑ Seven different reasons to own your own home
- ❑ Ten simple steps to ensure your home sells at top dollar
- ❑ The nine most deadly mistakes you can make when selling your home
- ❑ How sellers price their homes
- ❑ Making the move easy on the kids
- ❑ Protect your home from burglars
- ❑ How to show your home
- ❑ Things you should know about moving
- ❑ How to stop spending money on rent and own a home instead

## How to Order:

- Call/Text Dan at 480-390-5380
- E-mail Dan at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)
- Go to Dan's website at [www.PlanYourArizonaMove.com](http://www.PlanYourArizonaMove.com)

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**Go Green: Recycle This Newsletter!**

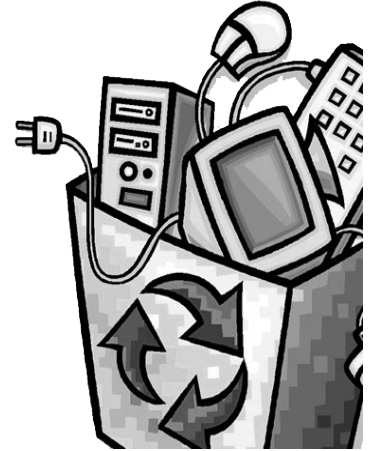
*After you've enjoyed my newsletter, please recycle it by passing it along to a family member, friend, neighbor or coworker.*



## 5 Kinds of Trash to Dispose Of Properly

Here are five kinds of trash you should either recycle or dispose of responsibly.

- **All Batteries.** Car batteries, rechargeable tool batteries, and all those little A, C, and D batteries contain either dangerous chemicals (such as acids and lead) or valuable resources (such as polymers and silver oxide). Recycle to recover resources, and to reduce dangerous pollution.
- **Large Quantities of Cooking Oil.** Pouring cooking oil down the drain is a way to waste a good source of energy and clog up your city's sewer system. Instead, decide to either discard it in the trash, reuse it, or even convert it to biofuel.
- **Medicine.** So many medications have been flushed down the drain in the past few decades that there is a measurable effect on sea life. Water treatment plants are not designed to remove pharmaceuticals. Instead, see if you can return unused meds to the pharmacy. Otherwise, dispose of them by mixing them in with yucky garbage, such as kitty litter, bag the mess in a sealed bag, and toss in the trash.
- **Small Electronics.** Most small electronics are filled with valuable resources, such as gold. Other elements such as plastics are not valuable in themselves, but the original manufacturing took up valuable resources. By reusing those end products, we reduce the carbon footprint, as well as recapture finite rare metals.
- **Aerosol Cans.** You've just finished spray painting all of that old patio furniture. What do you do with 20 almost empty cans of spray paint? If completely empty, throw them in the trash. If not empty, they can explode or leach harmful chemicals as the cans deteriorate. Take aerosol cans, as well as any old brush-on paint to a local paint recycling center.



### *Don't Keep Me A Secret*

*PLEASE TAKE TWO MINUTES AND THINK OF THE NEXT PERSON YOU KNOW WHO IS MOST LIKELY TO BUY OR SELL A HOME IN THE NEXT SIX MONTHS. I NEED YOUR HELP. I HAVE GREAT SYSTEMS IN PLACE TO GIVE YOUR REFERRALS THE WORLD CLASS EXPERIENCE THEY DESERVE. WORKING BY REFERRAL ALLOWS ME TO SPEND THE NECESSARY TIME NEEDED WITH MY CLIENTS, AS OPPOSED TO USING THAT TIME LOOKING FOR NEW BUSINESS. I CAN'T DO IT WITHOUT YOU. AT LEAST GIVE THEM THE OPPORTUNITY TO TALK WITH ME TO SEE IF I CAN HELP THEM. I WILL NEVER PRESSURE YOUR REFERRALS OR MAKE THEM FEEL OBLIGATED IN ANY WAY. CALL ME OR E-MAIL ME WITH THEIR NAME. YOU'LL BE GLAD YOU DID, AND THEY'LL THANK YOU FOR DOING SO.*

**Matt says...**

*"Dan is exceptionally thorough and reliable before, during, and even long AFTER the sale. He will exceed your expectations whether you are selling or looking to purchase. Dan is a model Realtor, and his professional service and thorough communication are far superior to anyone we have ever dealt with or even heard of."*

See over 100 more rave reviews from actual clients at [www.PlanYourArizonaMove.com](http://www.PlanYourArizonaMove.com). Just click the "True Stories" link at the top of the page. You can call Dan directly at 480-390-5380 or email at [danazhomes4sale@hotmail.com](mailto:danazhomes4sale@hotmail.com)

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